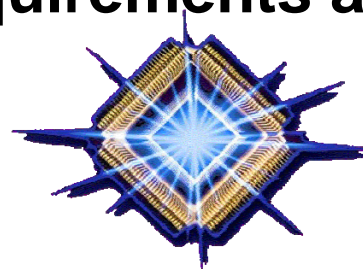




# **Defense Microelectronics Activity (DMEA)**

## **Advanced Technology Support Program IV (ATSP4)**

### **Technical Requirements and Objectives**



**DMEA/MEB**  
**18 March 2014**

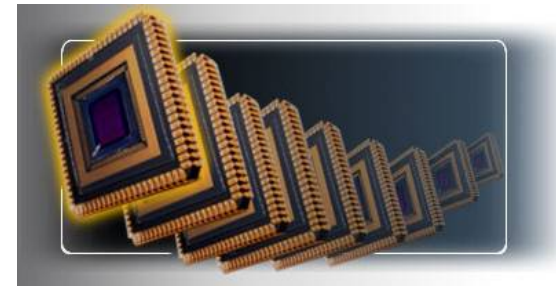




# DMEA ATSP4 Requirements Agenda



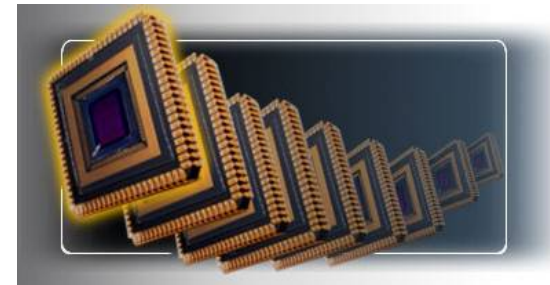
- Industry Partnership
- ATSP Overview
- ATSP4 Scope
- Task Examples
- ATSP4 Goals
- Characteristics of High Performing IDIQ Prime Contractors





# Industry Partnership - ATSP

- **ATSP is an advanced microelectronics engineering services contracting vehicle**
  - Indefinite Delivery / Indefinite Quantity (ID/IQ) Multiple Award Contract
  - Issued and administered by the DMEA in Sacramento CA.
  - Contract management & responsibility centralized at DMEA
- **Genesis of the ATSP contract series**
  - Rapidly augment the DMEA mission and capabilities to respond to the warfighter needs
  - Leverage the capabilities and payoffs of advanced technologies
  - Improves the operational readiness and capabilities of DoD weapons systems
- **DMEA is a DoD field activity**
  - Engineering
  - Contracting with unlimited warrants
  - Finance
  - Legal





# Overview



- **Why this acquisition now?**
  - ATSP3 aggregate ceiling is being reached
  - Significant acquisition lead time for approval cycles
- **DMEA and IDIQ's**
  - 24+ years of IDIQ experience
  - IDIQ business model and practices are very mature
    - We know what works and what doesn't work from the DMEA and client perspective
  - Regular IPTs to foster continuous improvement
  - Technical team is very experienced
- **DMEA works across all government agencies to provide engineering development solutions to government's needs**
  - DMEA is "Purple-suit"



# Historical Perspective

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- **ATSP Contracts**

- \$480M Aggregate Ceiling
- 5 ID/IQ Contracts
- Awarded in March '95

- **ATSP2**

- \$875M Aggregate Ceiling
- 7 ID/IQ Contracts
- Awarded in September '99

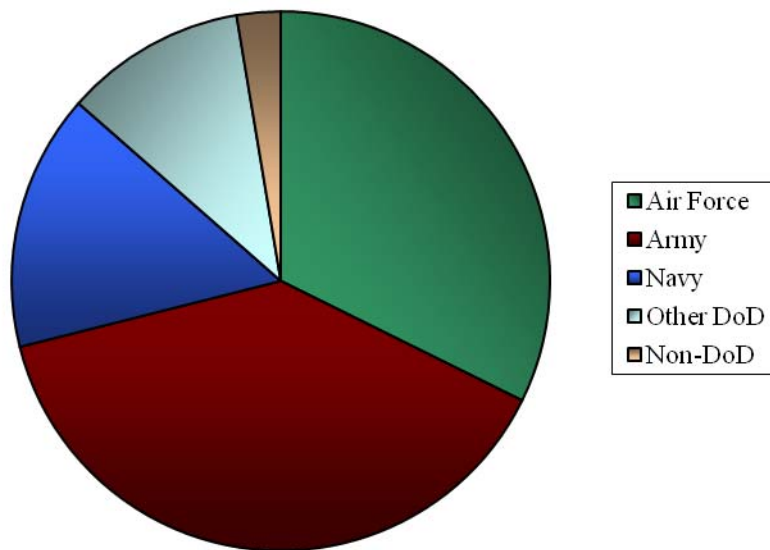
- **ATSP3**

- \$6.047B Aggregate Ceiling
- 8 ID/IQ Contracts
- Awarded in September '04

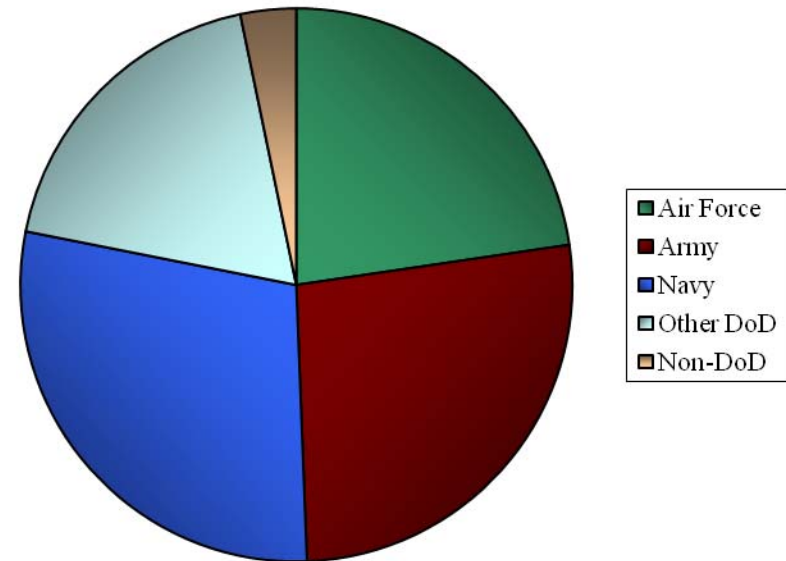


# ATSP3 Task Summary

ATSP3 Customer by Dollars



ATSP3 Customers by Tasks



Customers	Tasks	Dollars
Army	238	\$1,674,478,323
Air Force	202	\$1,397,278,606
Navy/USMC	256	\$666,449,175
Other-DoD	166	\$470,814,642
Non-DoD	29	\$113,808,865
As of 28 Feb 2014		



# ATSP4 Government Benefits



- **Alternative to conventional acquisitions to meet the needs of the warfighter**
  - Quick access to advanced microelectronics engineering technical expertise
  - Quick access to Government contracting expertise
  - Targeted technical solutions
- **Fast = Acquisition efficiencies for the Government and taxpayer**
  - Eliminates FBO, RFI, and Bidders Briefings cycles on each task order
  - Reduces procurement time and cost
  - Up to 18 month reduction in cycle
  - Limits protest risks
  - Speed helps Government with funds execution rates





## ATSP4 Government Benefits (cont.)



- **Lowers technical, schedule, and cost risks**
  - Seamless and rapid access to pool of highly qualified contractors
  - Excellent way to improve technology readiness
  - Leverages lessons learned from previous tasks
  - Consistency across programs
- **Low cost to DoD program managers**
  - Client covers both costs, contractor and DMEA
  - Lower procurement time
  - Reduces customer acquisition personnel required





# ATSP4 Scope



- **Leverage advanced technology to develop solutions**
  - New and existing DoD weapon systems needs and/or deficiencies
  - Across the entire spectrum of technology development
  - Across all system acquisition development phases
- **Insertions and applications of advanced technology hardware and software**
- **Limited production of ATSP4 developed solutions**
- **DMEA is receptive to suggestions for improvement: please email [atsp4ss@dmea.osd.mil](mailto:atsp4ss@dmea.osd.mil)**



## ATSP4 Scope (cont.)

- **Performance Work Statement (PWS) defines the overall technical scope for the ATSP4**
  - *Engineering Services*
  - *Performance Oriented*
  - *Advanced or Evolutionary Technologies*
  - *Supports DoD, federal agencies, and properly approved foreign military sales*
- **Specific contractual engineering tasks (CETs) define the task order engineering services requirements.**
  - CET is the task order PWS
  - Each CET is unique to the task order requirements
- **The latest draft PWS will be developed through an RFI on FedBizOpps**



# ATSP4 Task Examples



- Trade studies, technology development and improvement
- Develop advanced technology solutions for new and existing DoD weapon systems
- New and current state-of-the-art technologies, products and processes
- All aspects of systems engineering, all phases of program development



## ATSP4 Task Examples (cont.)



- **Hardware design, fabrication, assembly, testing, integration, prototyping and limited production**
- **Software design, analysis, coding, testing and verification**
- **Limited production for ATSP4 (or ATSP3) developed items and systems**
- **Support, training, and warranties for ATSP4 (or ATSP3) developed items and systems**



# ATSP3 Task Examples



## **Lateral Wave RADAR Detection of Buried Explosive Targets**

*(1 task order for \$198K)*

Experimentally test lateral wave RADAR using buried targets, analyze test results, and evaluate the ability of lateral wave RADAR to detect buried targets.

## **MUSKETEER Electronic Intelligence (ELINT) Pod Evaluation**

*(1 task order for \$128K)*

Evaluate, modify, and flight test an existing Musketeer ELINT pod in order to achieve Initial Operating Capability (IOC).



# ATSP3 Task Examples

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## **Tube-Launched, Optically-Tracked, Wire-Guided Missile Modernization Study**

*(1 task order for \$92K)*

Analyze TOW missile specifications applicable to the Gyro and Propulsion systems and develop models & simulations of initial design concepts and improvements.

## **MK48 ADCAP Torpedo Acoustic Technical Data Package Study**

*(1 task order for \$198K)*

Conduct a study of the Navy's Technical Data Package (TDP) for the MK48 Mod 7 Torpedo Sonar Array, Transmitter and WES to assess producibility of the design, overall quality of the data package and transportability of the TDP to future efforts.



# ATSP3 Task Examples

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## **RoadRunner Unmanned Aerial Vehicle (UAV) Based Route Clearance Design Study**     *(1 task order for \$1.3M)*

The RoadRunner system involves a small (< 1.5 lb) roll-stabilized, motion-compensated, multi-spectral (EO and IR) sensor payload with video processing, UAV interface, data storage, and control electronics for integration with the AeroVironment Puma Small Unmanned Aerial System (SUAS).

Produce a Critical Design Review (CDR) level design of the concept RoadRunner stabilized, motion-compensated, multi-spectral (EO and IR) sensor system for the AeroVironment Puma SUAS.





# ATSP3 Task Examples

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## Large Aircraft Infrared Counter Measures (LAIRCM)

*(15 task orders for \$178.1M)*

Man-Portable Air-Defense systems pose a significant threat to aircraft in theater, particularly large, slow-moving aircraft. The LAIRCM system automatically detects launches, tracks the missile, and defeats the missile's guidance system, rendering it ineffective. DMEA is working with the Air Force and the Navy to improve LAIRCM performance by updating key system components such as the system processor, the laser that is used to defeat missile seekers, and to update and improve the system software, as well as provide LAIRCM capability for a variety of aircraft used in theater.



# ATSP3 Task Examples

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## Counter-Rocket Artillery and Mortar (C-RAM)

*(12 task orders for \$339.5M)*

Counter Rocket Artillery and Mortar (C-RAM) Systems provide ground forces the ability to detect and react to short, medium, and long range Rocket, Artillery and Mortar threats to Forward Operating Bases in complex terrain. The C-RAM programs are in response to CENTCOM JUONS 0362 and 0446 for sense and warn capabilities for operational forces. The C-RAM system is a state of the art Ku band radar sensor that detects tracks, warns, identifies and queues counter battery weapons against Rocket Artillery and Mortar threats.



# ATSP3 Task Examples



## VADER

*(8 task orders for \$140.5M)*

Vehicle and Dismount Exploitation Radar (VADER) is an outgrowth of DARPA research that provides critical Airborne Intelligence Surveillance Reconnaissance (ISR) Operations. The system includes an airborne pod-mounted radar with moving target indication (MTI) and synthetic aperture radar (SAR) capabilities and an associated ground station function. The emphasis for the VADER effort is advancing the state-of-the-art for MTI capability (vehicles and dismounts) for the UAV class of radar in addition to providing significant SAR capability. Currently in active use both domestically by DHS Border Patrol for detection and apprehension of border violators on foot or in vehicles, as well as by Army/Marine forces OCONUS in Afghanistan to determine insurgent movement patterns and detect/diffuse Improvised Explosive Device (IED) placements.



# ATSP4 Objectives



The following objectives define some of the program goals, contract and management, for the ATSP4 and will guide ATSP4 contractors to successful partnership with DMEA

The latest draft PWS will be posted soon  
<http://www.dmea.osd.mil/atsp4ss/>



## ATSP4 Goals - Highlights

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- **ATSP4 contractors may subcontract with other companies to meet task order requirements**
- **Subcontracting to small business will be encouraged, monitored, and will influence performance rating**
- **ATSP4 contractor is fully responsible for the contract performance**
  - Regardless of any arrangement with subcontractors, team members, vendors or other associates
- **ATSP4 prime contractors will provide a comprehensive management approach with high-level corporate management visibility and authority to their ATSP4 program**



## ATSP4 Goals - Highlights (cont.)



- **ATSP4 contractors will provide monthly status of their active ATSP4 tasks at meetings chaired by DMEA management.**
  - Status includes technical, cost, schedule, and customer satisfaction and a discussion of significant events, milestones, plans, problems, or issues for each task
- **ATSP4 contractors will provide an effective local presence**
  - Sufficient authority to successfully interface with DMEA to facilitate communications, issue resolution, contract actions, data delivery, and material management during the course of the ATSP4



## ATSP4 Goals - Highlights (cont.)



- **ATSP4 contractors management approach will consistently allow rapid proposal preparation and facilitate task order award within the time periods requested**
- **ATSP4 contractors will provide quality engineering services, items and documentation for requirements defined in individual task orders and contract data requirement lists (CDRLs) established under the contract. Delivery schedules will be established in each task order.**





# Characteristics of High Performing ID/IQ Prime Contractors



***Maximizing benefits of IDIQs requires corporate paradigm shift***

- **Solve the “1 Thing” challenge to make IDIQs positive in the Company**
  - Find incentives for using the contract - Share sales credit - Share profit
  - Whatever works for that company
  - Streamline and promote efficiency of task awards
- **High level and wide corporate visibility of the contract**
  - Requires high-level leadership advocacy
  - Business practices and organizational tailoring
  - Recognizes the ID/IQ contract is an effective solution for system problems



# Characteristics of High Performing ID/IQ Prime Contractors (cont.)



- **Contractor Program Office is a key to success**
  - Experienced and complete multi-disciplinary staff
  - Higher in the organization is better
  - Intentionally low material handling and subcontract rates (low risk, lean org.)
  - Fast track proposals
    - Reduced proposal processes, approval levels, and time required
    - Some start proposals prior to formal RFP
    - Avoid using “bid” rates
- **Develop repeat customers and grow a series of tasks**
  - ATSP4 contractors are expected to market their services
  - ATSP4 contractors are expected to market the ATSP4 contract vehicle



# Conclusion



**PWS will be further developed through dialogue with industry (email and Q&A) and the upcoming Draft PWS RFI**

**Email us at:**

**[atsp4ss@dmea.osd.mil](mailto:atsp4ss@dmea.osd.mil)**

**Visit us at:**

**[www.dmea.osd.mil/atsp4ss](http://www.dmea.osd.mil/atsp4ss)**